

**LIMITED SOURCES JUSTIFICATION**

**ORDER >\$150,000**

**FAR PART 8.405-6**

This acquisition is conducted under the authority of the Multiple Award Schedule Program. The material or service listed in par. 3 below is sole source, therefore, consideration of the number of contractors required by FAR Subpart 8.4 – Federal Supply Schedules, is precluded for the reasons indicated below.

**Restricted to the following source:**

Manufacturer/Contractor: Premier Medical Staffing Services

Manufacturer/Contractor POC & phone number: Mark Hanoski (414)870-5840

Mfgr/Contractor Address: 10150 W. National Avenue, Suite #150 Milwaukee, WI 53227

The requested material or service represents the minimum requirements of the Government.

**(1) AGENCY AND CONTRACTING ACTIVITY:**

Department of Veterans Affairs

Great Lakes Acquisition Center

115 S. 84<sup>th</sup> Street

Suite 101

Milwaukee, WI 53214

**VISN:**

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**(2) NATURE AND/OR DESCRIPTION OF ACTION BEING APPROVED:** Justification and approval for a fixed (unit) price sole-source FSS Task Order award for the period November 1, 2016 through September 30, 2017.

**(3) (a) A DESCRIPTION OF THE SUPPLIES OR SERVICES REQUIRED TO MEET THE AGENCY'S NEED:**

The contractor will provide a pool of nurses (at least 10) to perform "as-needed" services of Registered Nurses (RN), Licensed Practical Nurses (LPN), and Certified Nursing Assistants (CNA) to the Tomah VA Medical Center (VAMC). Nurses will be working on the inpatient units of the medical center, which include acute medical, acute mental health, and community living center (nursing home), urgent care, and ambulatory care, and may also include assignments at the Community Based Outpatient Clinics (CBOC's - La Crosse, Wisconsin Rapids, Wausau, or Owen, WI). Nursing services are required 24 hours per day, 7 days per week; varying and limited work schedules are required. Services are typically scheduled (planned), however contractor must also be able to provide unplanned (short-notice) coverage.

**(b)** 

**(c) REQUIRED DELIVERY DATE:** November 1, 2016

**(4) IDENTIFICATION OF THE JUSTIFICATION RATIONALE (SEE FAR 8.405-6), AND IF APPLICABLE, A DEMONSTRATION OF THE PROPOSED CONTRACTOR'S UNIQUE QUALIFICATIONS TO PROVIDE THE REQUIRED SUPPLY OR SERVICE.**

Specific characteristics of the material or service that limit the availability to a sole source (unique features, function of the item, etc.). Describe in detail why only this suggested source can furnish the requirements to the exclusion of other sources.

Premier Medical staff has already successfully passed the VET-Pro credentialing process and the VA required security background investigation. Additionally, Premier Staff possess the required pre-requisite training for the Tomah VAMC and are able to provide immediate patient care without any interruption in service. Premier Medical staff lives local to the Tomah area and can report to the Tomah VAMC on short notice for unplanned services.

An urgent and compelling need exists, and following the ordering procedures would result in unacceptable delays.

The current task order expires October 31, 2016. A staffing contract is necessary to ensure safe staffing levels exist to provide the required care to the Veteran populations served at the Tomah VAMC. There are currently [REDACTED] vacant nursing FTEs at the Tomah VAMC.

[REDACTED] Even if other vendors were able to identify enough nursing personnel, it would take a minimum of least 4-8 weeks to bring them all on-board.

**(5) DESCRIBE WHY YOU BELIEVE THE ORDER REPRESENTS THE BEST VALUE CONSISTENT WITH FAR 8.4 TO AID THE CONTRACTING OFFICER IN MAKING THIS BEST VALUE DETERMINATION:**

The award of the task order represents the best value to the Government because it allows the veteran patient to remain at the Tomah VAMC, which is far less costly to the Government than it would be to send veterans to a private facility. Additionally, the pricing offered by Premier Medical Services is advantageous to the Government because it does not require travel and lodging expenses; all Premier personnel providing "as needed" services are local to the Tomah area. [REDACTED] are similar to other FSS vendor ceiling rates. The award of this task order will ensure continuity of services at [REDACTED] the Tomah VAMC.

**(6) DESCRIBE THE MARKET RESEARCH CONDUCTED AMONG SCHEDULE HOLDERS AND THE RESULTS OR A STATEMENT OF THE REASON MARKET RESEARCH WAS NOT CONDUCTED:**

The GSA e-library was searched for SDVOSBs and VOSBs that had "Wisconsin" or "50" states in its T&Cs/pricelist. There were four potential FSS vendors (3 SDVOSB and 1 VOSB) that provide all three specialties required under this task order and have a geographic coverage area including Wisconsin: A-Team Solutions, Nurses Etc. Staffing, Pro Health Staffing, and RTG Medical. However, most of these vendors have a minimum coverage requirement for per diem of 8-16 hours and 4-13 weeks for travelers. This requirement supports the fact that vendors are typically not interested unless a guaranteed need is identified and it is profitable.

On September 7, 2016, the Contracting Officer sent an email to all VOSBs - approximately 40 - listed in the VIP database (open market) detailing an urgent need for 4 FTE RNs and 2 FTE LPNs for an initial period of 6 weeks, with an option to extend up to six months. Additionally, the Contracting Officer offered to sole source a contract award to any vendor that submitted an acceptable candidate at a fair and reasonable price. To date, only one candidate was submitted. Based upon the outcome of this

request for multiple FTE providers, the Contracting Officer does not reasonably expect any [open market] VOSBs to respond to this "as needed" nursing requirement; and more importantly, that are able to provide an adequate number of personnel up front.

**(7) ANY OTHER FACTS SUPPORTING THE JUSTIFICATION:**

Premier Medical Staffing Services is a Woman-Owned Small Business (WOSB), which Contracting Officers now have the ability to sole-source to through the WOSB Federal Contract Program.

**(8) A STATEMENT OF THE ACTIONS, IF ANY, THE AGENCY MAY TAKE TO REMOVE OR OVERCOME ANY BARRIERS THAT LED TO THE RESTRICTED CONSIDERATION BEFORE ANY SUBSEQUENT ACQUISITION FOR THE SUPPLIES OR SERVICES IS MADE:**

The facility, in conjunction with the Contracting Officer, will perform additional market research, which may include emails targeting identified businesses from the VIP database and FSS e-library as well as issuing a Sources Sought notice to FBO. This market research will try to identify SDVOSBs and/or VOSBs that are willing to commit to and are capable of providing "as needed" nursing coverage (CNAs, LPNs, and General and Specialty RNs). If market research shows that two or more of either of these types of businesses are interested and capable of fulfilling the requirement, a competitive solicitation will be issued as a set-aside during this task order.

**(9) REQUIREMENTS CERTIFICATION:** I certify that the requirement outlined in this justification is a Bona Fide Need of the Department of Veterans Affairs and that the supporting data under my cognizance, which are included in the justification, are accurate and complete to the best of my knowledge. I understand that processing of this limited sources justification restricts consideration of Federal Supply Schedule contractors to fewer than the number required by FAR Subpart 8.4.

Molly R. Ritter <sup>Karen Long</sup>  
SIGNATURE DATE  
Karen Long Molly RITTER Associate Director -- DEPUTY Patient Care Services -Tomah VAMC  
NAME TITLE SERVICE LINE/SECTION & FACILITY

**(10) APPROVALS IN ACCORDANCE WITH THE VHAPM, Volume 6, Chapter VI: OFOC SOP:**

a. **CONTRACTING OFFICER'S CERTIFICATION:** I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

Becky Cincotta  
SIGNATURE DATE  
10/26/2016

Becky Cincotta, NCO 12, Contracting Officer

b. **Director of Contracting/DESIGNEE:** I certify that the foregoing justification is accurate and complete to the best of my knowledge and belief.

Patrice R. Bond  
SIGNATURE DATE  
10/26/2016  
Patrice R. Bond, NCO 12 Medical Sharing Branch Chief